



Asset Management and Services

Jeudi 6 avril 2006 / Thursday 6th April 2006

PRÉSENTATION INVESTISSEURS
INVESTOR PRESENTATION



PROGRAMME

Présentation Investisseurs / Investor Presentation

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Asset Management and Services

Jeudi 6 avril 2006 - Thursday 6th April 2006

BNP Paribas Auditorium - Maison Dorée - 20, boulevard des Italiens - 75009 Paris

12h15 – 13h30

Accueil Buffet

13h30 – 17h00

INTRODUCTION

(Alain PAPIASSE)

PARTIE 1 :

Un moteur de croissance pour BNP Paribas

(Alain PAPIASSE)

PARTIE 2 :

Les métiers

- BNP Paribas Asset Management
(Gilles GLICENSTEIN)
- BNP Paribas Banque Privée
(François DEBIESSE, Marie-Claire CAPOBIANCO)
- BNP Paribas Immobilier
(Philippe ZIVKOVIC)

15h15 – 15h25

Pause

- BNP Paribas Securities Services
(Jacques-Philippe MARSON)
- BNP Paribas Assurance
(Eric LOMBARD)
- Cortal Consors
(Olivier LE GRAND)

PARTIE 3 :

Axes de développement et enjeux d'AMS

(Alain PAPIASSE)

CONCLUSION

(Alain PAPIASSE)

17h00 – 17h45

Questions / Réponses

(Georges CHODRON de COURCEL, Alain PAPIASSE)

17h45 – 18h45

Cocktail

12.15pm – 13.30pm

Welcome Buffet

13.30pm – 17.00pm

INTRODUCTION

(Alain PAPIASSE)

PART 1 :

A growth driver for BNP Paribas

(Alain PAPIASSE)

PART 2 :

AMS Business Lines

- BNP Paribas Asset Management
(Gilles GLICENSTEIN)
- BNP Paribas Private Banking
(François DEBIESSE, Marie-Claire CAPOBIANCO)
- BNP Paribas Real Estate
(Philippe ZIVKOVIC)

15.15pm – 15.25pm

Break

- BNP Paribas Securities Services
(Jacques-Philippe MARSON)
- BNP Paribas Assurance
(Eric LOMBARD)
- Cortal Consors
(Olivier LE GRAND)

PART 3 :

Growth strategy of AMS

(Alain PAPIASSE)

CONCLUSION

(Alain PAPIASSE)

17.00pm – 17.45pm

Questions / Answers

(Georges CHODRON de COURCEL, Alain PAPIASSE)

17.45pm – 18.45pm

Cocktail



C U R R I C U L U M
V I T A E

C U R R I C U L U M V I T A E

Alain PAPIASSE **Head of Asset Management and Services**

Alain Papiasse, joined the BNP Paribas group in January 2005, as Head of AMS (Asset Management and Services). He is a member of the BNP Paribas Executive Committee.

Having worked with Crédit Lyonnais in 1973, Alain Papiasse had been with the bank for over 30 years. He was Senior Banker in France from 1988 to 1992 before being named head of Corporate Banking for Credit Lyonnais USA. In 1996 his responsibilities were expanded, covering corporate banking for North and South America. After returning to Paris in 1998 he was named chairman of the supervisory board of Credit Lyonnais Asset Management.

In 2000 Alain Papiasse became member of the Executive Committee of Credit Lyonnais and in 2002 he was named Senior Vice President. In 2003 he became a member of the Executive Committee of the Crédit Agricole Group and Senior Vice President of Credit Agricole Indosuez and subsequently Caylon.

Alain Papiasse is a graduate of the Centre d'Etudes Supérieures de Banque (CESB) and the Centre de Perfectionnement Aux Affaires (CPA).

C U R R I C U L U M V I T A E

Marie-Claire CAPOBIANCO **Head of BNP Paribas Private Banking France**

Marie-Claire Capobianco has been Head of Private Banking in France since the end of 2002.

She joined BNP Paribas in 1977, beginning her career in the corporate division in south-east France (Marseille region). After spending four years in the group's General Inspection (internal audit) firstly as inspector then as project manager, she took responsibility for retail banking in the domestic western network (Nantes region). She was then appointed Head of the Toulon branch offices in south-east France, before becoming Head of the Evry branch offices in the Paris region. At the end of 2002, she was appointed Head of Private Banking for the whole of France.

C U R R I C U L U M V I T A E

François DEBIESSE **Head of BNP Paribas Private Banking**

François Debiesse has been appointed Head of the Private Banking and Fund Management Department of Paribas since January 1994, and, since September 1999, Head of the Private Banking of BNP Paribas.

Since September 1995, François Debiesse is also Chairman of the Paribas Foundation (now BNP Paribas Foundation).

François Debiesse joined the Banque Paribas in 1971, in the Corporate Banking Department, working first with French corporates, then focused on Asian relationships. In 1986, he was appointed Head of the French Network, and in 1991, Head of the European Network.

François Debiesse graduated from HEC, a major French business school.

C U R R I C U L U M V I T A E

Gilles GLICENSTEIN **Chairman of BNP Paribas Asset Management**

Gilles Glicenstein has been Chairman of BNP Paribas Asset Management (BNP PAM) since June 2005, and has been Chief Executive Officer and a member of the Executive Committee of BNP PAM since 1999.

From 1996 to 1999, he was Deputy General Manager of Marketing and Development of BNP Asset Management, having been Deputy to the Director of the Asset Management Department from August 1996.

Previously, he was the Director of Strategy and Development as well as the Executive Board Secretary from 1994-1996 for the BNP Group. Before joining BNP, Mr. Glicenstein began his career as a Financial Inspector and a Treasury Official at the French Ministry of Finance (1990-1994).

He is a member of the Executive Committee of the French Association of Asset Management (AFG-ASFFI) and lectured in Economics at the 'Ecole Nationale de la Statistique et de l'Administration Economique (ENSAE)' from 1990 to 1993 and at the 'Institut d'Etudes Politiques de Paris' from 1991-2000.

Mr. Glicenstein attended the 'Ecole Nationale d'Administration' and graduated from the 'Institute d'Etudes Politiques', Paris.

C U R R I C U L U M V I T A E

Olivier LE GRAND **Chairman and Chief Executive Officer of Cortal Consors**

Olivier Le Grand became Chief Executive Officer of Cortal Consors, after the merger in 2002 of Cortal and Consors. He is member of BNP Paribas Asset Management & Services Executive Committee and Chairman of B*capital brokerage company.

In 1987, he was appointed Chief Financial Officer at Cortal, then Managing Director in 1989 and Chairman of the Board in 1995.

Between 1984 and 1987, he was responsible for economic studies, then for planning and management control at Compagnie Bancaire, a Paribas Holding company. From 1978 to 1984, he was in charge of macro and micro economic studies, demand forecast and investment planning for the French Power Board (EDF).

Olivier Le Grand graduated from the National School of Statistics and Economics (ENSAE) and holds a University degree in Mathematical Methods of Economy. Between 1983 and 1988, he was a lecturer in Economics at the Ecole Supérieure d'Electricité. Between 1992 and 1998, he taught financial marketing at the Panthéon Sorbonne University.

C U R R I C U L U M V I T A E

Eric LOMBARD **Chief Executive Officer of BNP Paribas Assurance**

Eric Lombard has been Chief Executive Officer of BNP Paribas Assurance since 2004. He is a member of BNP Paribas Asset Management and Services Executive Committee.

He joined Paribas in 1981 and held various positions in the International Trade Department and in the Financial Department until 1989. He then became Advisor to the French government's spokesman from 1989 to 1991, then Advisor to the Junior Justice Minister from 1991 to 1992 and Advisor to the Minister of Economy and Finance from 1992 to 1993.

He returned to Paribas in April 1993 when he became Head of M&A for the banking and insurance sectors, Head of the Financial Institutions Group and was member of this department's Executive Committee between 1997 and 1999.

He was appointed Head of BNP Paribas' Financial Institutions Group in September 1999 and member of Corporate and Investment Banking's General Management Committee, then Head of Corporates and Financial Institutions in September 2002.

Eric Lombard, 47, is a graduate of France's prestigious HEC Business School (class of '81).

C U R R I C U L U M V I T A E

Jacques-Philippe MARSON **Chief Executive Officer of BNP Paribas Securities Services**

Jacques-Philippe Marson is the Chief Executive Officer of BNP Paribas Securities Services, a fully owned subsidiary of the BNP Paribas Group. He is a member of BNP Paribas Asset Management & Services Executive Committee.

Prior to joining Paribas in July 1998, Jacques-Philippe Marson was Executive Vice President and Head of Global Investors Services Group – International at State Street, responsible for all Financial Asset Services business units outside the United States.

In 1990, Jacques-Philippe Marson joined State Street from Cedel where he was a member of the Management Board and Executive Vice President in charge of Business Development, Operations and Treasury, as well as Chairman of Cedel's Credit Committee. In 1988, he was associated with the S.W.I.F.T. Group where he led one of its subsidiaries. Prior to S.W.I.F.T., he spent 12 years with JP Morgan.

Jacques-Philippe Marson is a member of the Boards of S.W.I.F.T. SC, OMGEO (UK), a member of the Board of Trustee of the International Charter School of New England, and a member of the Board of ISSA, the International Securities Services Association.

Jacques-Philippe Marson holds a BA in Finance from Hautes Etudes Commerciales (HEC), a Master of Computer Science from St. Louis Graduate School of Business and an MBA from University of Leuven (UCL).

C U R R I C U L U M V I T A E

Philippe ZIVKOVIC **Chairman of BNP Paribas Real Estate**

Philippe Zivkovic is Chairman of Atisreal and of its Supervisory Board following the Group's acquisition by BNP Paribas Real Estate in 2004. He is also chairman of BNP Paribas Real Estate and a member of BNP Paribas Executive Committee. He spent his entire career in professional real estate services joining the French property development company Meunier in 1974 and becoming its chairman in 1994.

Philippe Zivkovic is a graduate of the leading French political sciences school Institut d'Etudes Politiques (IEP) Paris.

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